

# HYPERION AND PLEXUS EUROPE LIMITED SIGN UK TECHNOLOGY PARTNERSHIP AGREEMENT

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FOR IMMEDIATE RELEASE

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LONDON, UK – November 17th, 2004 – Hyperion (NASDAQ: HYSL), the global leader in Business Performance Management, today announced a UK technology partnership with Plexus Europe Limited, a division of BancTec, and a leading supplier of process management tools.

In August 2004, Plexus launched eFIRST Process 2.0, a powerful suite of tools enabling the rapid development of scalable business process management solutions. A key benefit of Plexus' technology is the 'Process Intelligence' it provides. Hyperion is the global leader in enterprise software and services for Business Performance Management. Hyperion's software can enable organisations to translate strategies into plans, monitor execution and provide insight to enable financial and operational performance improvements. Under the terms of the agreement, Hyperion's Business Performance Management tools have been incorporated into two components of Plexus' eFIRST Process suite – Process Monitor and Process Intelligence – to deliver superior analytical capabilities to customers with advanced tactical and strategic reporting needs.

According to Pete Dinham, International Solutions Marketing Director at Plexus: "Hyperion's impressive portfolio of award winning products and their excellent approach to working with partners made them an obvious choice for Plexus. As a result of this technology partnership, eFIRST Process now excels at rapidly building and deploying new business solutions that orchestrate processes, integrate data, and enhance the value of existing applications."

About Hyperion

Hyperion is the global leader in Business Performance Management software. More than 9,000 customers – including 91 of the Fortune 100 – rely on Hyperion software to translate strategies into plans, monitor execution and provide insight to improve financial and operational performance. Hyperion combines the most complete set of interoperable applications with the leading Business Intelligence platform to support and create Business Performance Management solutions. A network of more than 600 partners provides the company's innovative and specialized solutions and services.

Named one of the FORTUNE 100 Best Companies to Work For 2004, Hyperion employs approximately 2,500 people in 20 countries. Distributors represent Hyperion in an additional 25 countries. Headquartered in

Sunnyvale, California, Hyperion generated annual revenues of \$622 million for the 12 months that ended June 30, 2004. Hyperion is traded under the Nasdaq symbol HYSL For more information, please visit [www.hyperion.com](http://www.hyperion.com) <<http://www.hyperion.com>> /uk, e-mail [enquiryuk@hyperion.com](mailto:enquiryuk@hyperion.com) <<mailto:enquiryuk@hyperion.com>> or call 01784 228015.

## About Plexus

Plexus, a division of BancTec, has been a leading supplier of process management tools to many Fortune 1000 companies for more than 15 years. A pioneer in image processing and workflow, Plexus is actively involved with process management standards authorities including the Workflow Management Coalition (WfMC) and Business Process Management Initiative (BPMI.org). Plexus prides itself on being at the forefront of new technology and the company looks forward to being recognised as a key worldwide Business Process Solution provider.

Plexus has offices in the United States, Canada and the United Kingdom, and a dedicated network of partners, resellers and OEMs in over 35 countries.

BancTec is a worldwide systems integration, business process outsourcing, support and maintenance company, delivering high-volume, mission-critical solutions to automate and streamline data and paper-intensive business processes to blue chip organizations. Founded over 30 years ago, BancTec employs more than 4,000 employees worldwide, and serves more than 5,000 customers spanning multiple industries in 50 countries around the world.

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## Safe Harbor Statement

Statements in this press release other than statements of historical fact are forward-looking statements, including, but not limited to, statements concerning the potential success of anticipated product features, the anticipated product offerings and the potential market opportunities for business performance management software. Such statements constitute anticipated outcomes and do not assure results. Actual results may differ materially from those anticipated by the forward-looking statements due to a variety of factors, including, but not limited to the company's ability to retain and attract key employees, the successful and timely development of new products, the impact of competitive products and pricing, customer demand, and technological shifts. For a more detailed discussion of factors that could affect the company's performance and cause actual results to differ materially from those anticipated in the forward-looking statements, interested parties should review the company's filings with the Securities and Exchange Commission, including the Report on Form 10-K filed on September 13, 2004 and the report on Form 10-Q filed on November 9, 2004. The company does not undertake an obligation to update its forward-looking statements to reflect future events or circumstances.

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